

## Message Text

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PAGE 01 BOMBAY 03211 201545Z  
ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W  
----- 068410 /43

R 201009Z DEC 76  
FM AMCONSUL BOMBAY  
TO SECSTATE WASHDC 6964  
INFO AMEMBASSY NEW DELHI  
AMCONSUL CALCUTTA  
AMCONSUL MADRAS

UNCLAS BOMBAY 3211

E. O. 11652: N/A  
TAGS: BPRO, IN  
SUBJ: FOREIGN JOINT VENTURE OPPORTUNITY: ATCO RUBBER  
PRODUCTS, INC.: MANUFACTURER OF PLASTIC AIR  
DUCTS: OPPORTUNITY NO.11-76-086

REF : STATE A-5627

1. ATCO'S PROPOSAL SO FAR DISCUSSED WITH FOLLOWING FIRMS,  
WHICH HAVE SHOWN POTENTIAL INTEREST BUT HAVE SOUGHT  
ADDITIONAL DATA ON THE PROPOSAL.

GARWARE PLASTICS PVT. LTD.  
50-A, CENTRAL SALSETTE ROAD, VILE PARLE (EAST)  
WESTERN EXPRESS HIGHWAY, BOMBAY 400 057  
CABLE: GARWARECAR  
TELEX: 011-3525  
TEL: 576381  
CONTACT: MR. A.R. DATAR, MANAGER

POLYCHEM LIMITED  
7, JAMSHEDJI TATA ROAD  
BOMBAY 400 020  
CABLE: POLYCHEMIC  
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TELEX: 011-2203  
TEL: 291665  
CONTACT: MR. TANIL R. KILACHAND

2. GARWARE PLASTICS LEADING MANUFACTURER OF PLASTIC PIPES  
AND FITTINGS AND EXPORTS THESE ITEMS TO MIDDLE EASTERN

COUNTRIES. EMPLOYS 700. SALES TURNOVER \$6 MILLION IN 1975. FIRM CONSIDERS PROJECT FEASIBLE IN TERMS OF AVAILABILITY OF RAW MATERIALS, LABOR AND MARKET (DOMESTIC AND EXPORT). IT REQUESTED FOLLOWING INFORMATION FROM ATCO: ECONOMIC PRODUCTION CAPACITY OF THE PLANT AND ITS ESTIMATED COST WITH ITEMWISE BREAKDOWN SUCH AS MAIN PLANT, ANCILLARY EQUIPMENT AND OTHER PERIPHERALS.

3. POLYCHEM, MANUFACTURER OF POLYSTYRENE, STYRENE MONOMER, INDUSTRIAL ALCOHOL, POLYSTRENE SHEETS, RODS, ETC. WITH DOW CHEMICALS COLLABORATION INTERESTED IN DIVERSIFYING INTO AIR-CONDITIONING ENGINEERING. WHILE FIRM STILL NON-COMMITTAL ON FEASIBILITY OF PROJECT, IT EVINced POTENTIAL INTEREST AND RAISED THE SAME QUESTIONS AS GARWARE. IN ADDITION IT WISHED TO KNOW IF ATCO WOULD BE INTERESTED IN POLYCHEM HANDLING TEST MARKETING OF THE GOODS IN INDIA, MIDDLE EAST AND FAR EAST. POLYCHEM ALSO AGREEABLE TO CONSIDER LICENSING ON CONDITIONS LINDICATED IN REFAIRGRAM.

4. ATCO'S PROPOSAL BEING DISCUSSED WITH OTHER FIRMS.

5. ACTION REQUESTED: WOULD APPRECIATE ANSWERS TO QUERIES RAISED BY GARWARE AND POLYCHEM. WOULD ALSO LIKE TO RECEIVE SIX SETS OF ATCO'S PRODUCT CATALOGS.  
COURTNEY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 DEC 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976BOMBAY03211  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760467-0086  
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**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 76 STATE A-5627  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** schwenja  
**Review Comment:** n/a  
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**Review Date:** 22 JUN 2004  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN JOINT VENTURE OPPORTUNITY: ATCO RUBBER PRODUCTS, INC.: MANUFACTURER OF PLASTIC AIR DUCTS:  
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**Type:** TE  
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